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I Answer all questions.

(20*1=20)

1. Scientific management is developed by
a) Foyle b) Taylor c) Mayo d) Jacob
2. What is the first step in process of MBO?
a) Fixing Key result area b) Appraisal of activities
c) Matching resources with objectives d) Defining organizational objectives
3. The financial market facilitates business firms -----
a) To raise funds b) To select employees
c) To make more sales d) To minimise fund requirements
4. Capital market do not provide -----
a) Short term funds b) Debenture funds
c) Equity funds d) Long term funds
5. An optimistic speculators is
a) Stag b) Bear c) Bull d) Lame Duck
6. The headquarters of SEBI is _____.
a) Calcutta b) Mumbai c) Chennai d) Delhi
7. When trainees are trained by supervisor or by superior at the job is called
a) Vestibule training b) Refresher training
c) Role plays d) Apprenticeship training.
8. Social marketing is deals with _____.
a) Society b) Social class c) Social change d) Social evil
9. The Consumer Protection Act came into force with effect from
a) 01.01.1986 b) 01.04.1986 c) 15.04.1987 d) 15.04.1990
10. Which of the below constitutes the essential element of contract of sale?
a) Two parties b) Transfer of property c) Price d) All of the above
11. Section 6 of Negotiable Instruments Act 1881 deals with
a) Promissory Note b) Bills of exchange c) Cheque d) None of the above
12. Which one is the example of Intangible assets?
a) Human Resource b) Machine c) Land d) Vehicles
13. What are the characteristics of an entrepreneur?
a) Spirit of enterprise b) Flexibility c) Self Confidence d) All of the above
14. _____ is designed to transform India to a global design and manufacturing hub.
a) Digital India b) Make in India c) Startup India d) Design India.
15. The process of eliminating unsuitable candidate is called
a) Selection b) Recruitment c) Interview d) Induction
16. A Public Company shall have a minimum of _____.
(a) Seven directors (b) Five directors (c) Three directors (d) Two directors
17. From the date of its incorporation the First Annual General Meeting is to be conducted within _____ months.
(a) Twelve (b) Fifteen (c) Eighteen (d) Twenty one
18. **Match the following:**

1) Indirect Resources	-	i) Outsourcing	a) 1-i, 2-ii, 3-iii, 4-iv
2) Ability Test	-	ii) Intelligent Test	b) 1-ii, 2-iii, 3-iv, 4-i
3) Personality Test	-	iii) Interest Test	c) 1-iv, 2-iii, 3-i, 4-ii
4) Direct Resources	-	iv) Campus Interview	d) 1-iii, 2-i, 3-ii, 4-iv

19. **Assertion (A)** : Under privatization policy many Public Sector Units (PSUs) were sold to private sector.
Reason (R):The main reason for privatisation was that PSUs were running in losses due to mismanagement and political interference.
 a) A and R are correct and R is the correct explanation for A
 b) A and R are correct and R is a false explanation for A
 c) A is correct but R is false d) A is false but R is correct
20. **Find odd one out**
 a) Mental Revolution b) Division of Work c) Unity of Command d) Unity of Direction

II Note: Answer any five questions in which Question No.30 is compulsory (7*2=14)

21. What is selection?
 22. Give the meaning of authority.
 23. Mention any two advantages of management by objectives.
 24. OTCEI – Draw a short note.
 25. What are the types of speculators?
 26. What is human resource management?
 27. What is regulated market?
 28. Draw a short note on Right to be informed.
 29. List the management functions of an entrepreneur. (Any 2)
 30. _____ are issued to the public and other financial institutions for meeting the short-term financial requirements of the Central Government.

III Note: Answer any five questions. Question No.40 is compulsory. (7*3=21)

31. How are important information communicated to the employees of the company?
 32. Secondary Market – Write a short note.
 33. Who are the participants involved in the money market? (Any 3)
 34. Draw the structures of SEBI.
 35. What are job portals?
 36. Write any three impacts of globalization.
 37. State the special features of promissory note. (Any 3)
 38. Write about Fabian entrepreneur.
 39. What do you understand by Issue of Securities at Premium?
 40. A share warrant is a _____

IV Answer all questions. (7*5=35)

41. a) Describe the modern management principles. (Any 5) **(OR)**
 b) What are the main advantages of management by objectives? (Any 5)
 42. a) Explain the various types of new institutions in the financial market. (Any 5) **(OR)**
 b) Describe the functions of the stock market? (Any 5)
 43. a) Explain the importance of human resource management. (Any 5) **(OR)**
 b) Explain the differences between recruitment and selection. (Any 5)
 44. a) How is the market classified? Explain. (Any 5) **(OR)**
 b) Explain any two methods of modern marketing.
 45. a) Explain the duties of consumers? (Any 5) **(OR)**
 b) Explain the micro-environmental factors of business. (Any 5)
 46. a) State and explain the basic elements of a sales contract. **(OR)**
 b) Differentiate between an entrepreneur and an intrapreneur. (Any 5)
 47. a) Describe the nature of a professional entrepreneur. **(OR)**
 b) Briefly describe the different types of directors. (Any 5)